

ITS TRANS4CAST LETTER

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CRITICAL DATA FOR BETTER DECISIONS

A week over week view of the transportation industry

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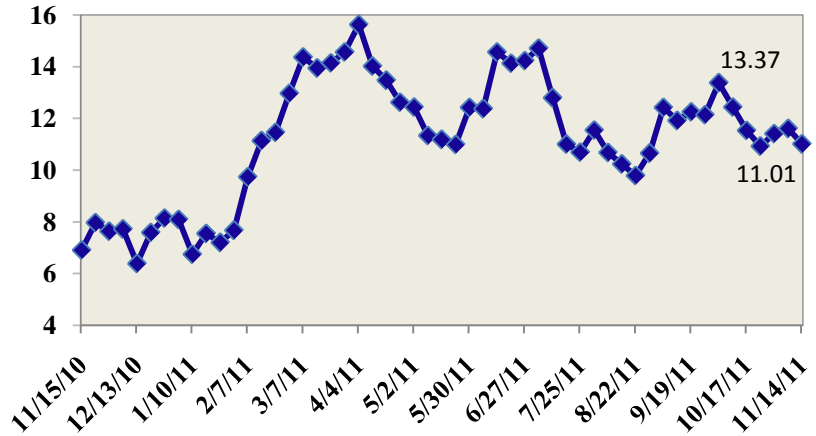
The **ITS Market Demand Index (MDI)** decreased 5% to 11.01 from 11.6 the previous week.

Load availability decreased 2% compared to the previous week. Texas, Illinois, Ohio, Arkansas, Wisconsin, Georgia, California, Indiana, Michigan, and Alabama were the **hot regions** (regions with the most load availability). Washington DC, Rhode Island, Vermont, Delaware, New Hampshire, Connecticut, Maine, Massachusetts, New Mexico, and Maryland had the least load availability. **Load searching** increased 6% from the previous week.







Truck availability increased 2% compared to the previous week. Texas, California, Ohio, Pennsylvania, Florida, Illinois, Georgia, Indiana, Missouri, and North Carolina had the most truck availability. Washington DC, Vermont, Rhode Island, New Hampshire, Delaware, South Dakota, Montana, Wyoming, Idaho, and North Dakota had the least truck availability. **Truck searching** decreased 3% from the previous week.

Weekly Market Demand Index (MDI)

Note: MDI Measures Relative Truck Demand

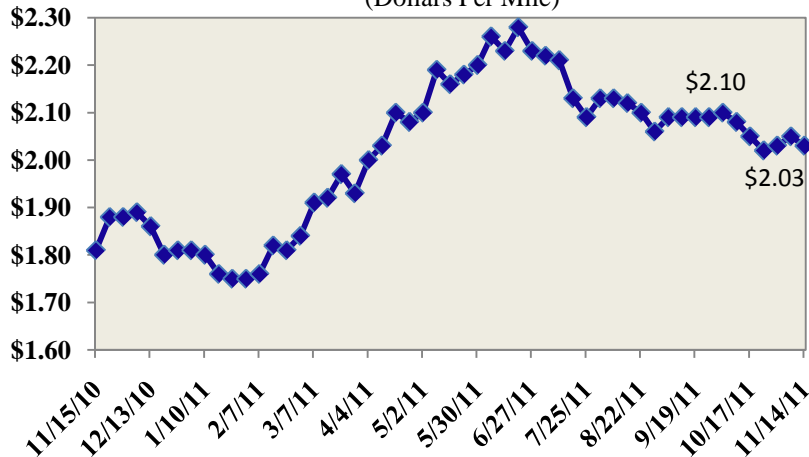


Market Trends

	Load Availability Down 2% compared to the previous week
	Load Searching Up 6% compared to the previous week
	Truck Availability Up 2% compared to the previous week
	Truck Searching Down 3% compared to the previous week
	Flatbed Rates Down 2% compared to the previous week
	Truck Turnaround Up 3% compared to the previous week

Weekly Average Equipment Rates

(Dollars Per Mile)

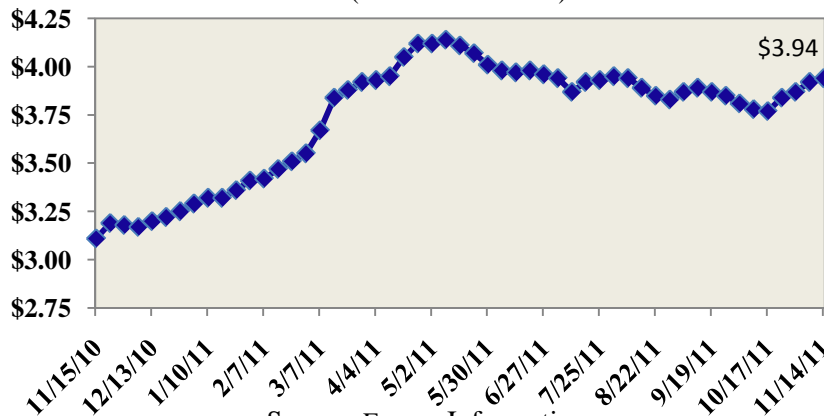


The overall average equipment rate decreased 1% to \$2.03 from \$2.05 the previous week. Flatbed rates decreased 2% to \$1.93 from \$1.97 the previous week. Reefer rates remained unchanged at \$2.00 from the previous week. Specialized truck rates decreased 3% to \$2.38 from \$2.46 the previous week. Van rates increased 1% to \$1.79 from \$1.78 the previous week.

Fuel prices increased 1% to \$3.94 from \$3.92 per gallon the previous week. Connecticut, California, Washington, Rhode Island, Idaho, Nevada, New York, North Dakota, Minnesota, and Utah had the highest fuel prices at an average of \$4.18 per gallon. Virginia, Mississippi, South Carolina, Tennessee, Louisiana, Missouri, Oklahoma, Alabama, Texas, and New Jersey had the lowest fuel prices at an average of \$3.77 per gallon.

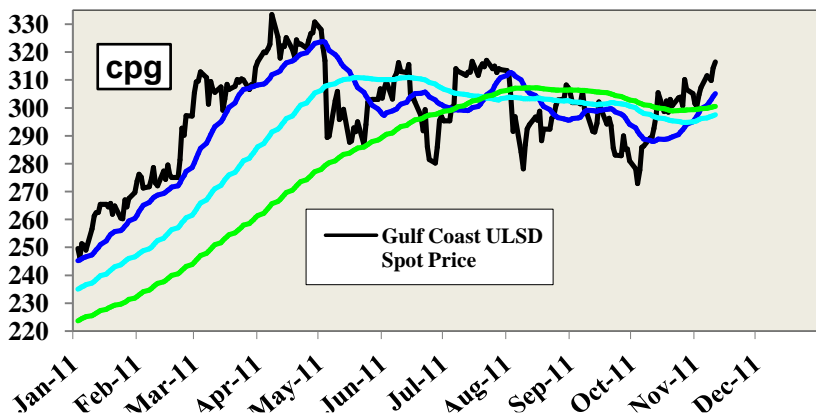
Weekly On-Highway Diesel Fuel Prices

(Dollars Per Gallon)



Source: Energy Information

Gulf Coast Spot Market Diesel Fuel Price Trend



Wholesale diesel spot prices increased +9 cpg last week ending Nov. 11, 2011 to a level that matched highse of the last 4-months. Global uncertainty about the Iran nuclear program, ongoing refinery maintenance and robust demand by developing countries is lifting prices, even with the very weak growth in Europe.

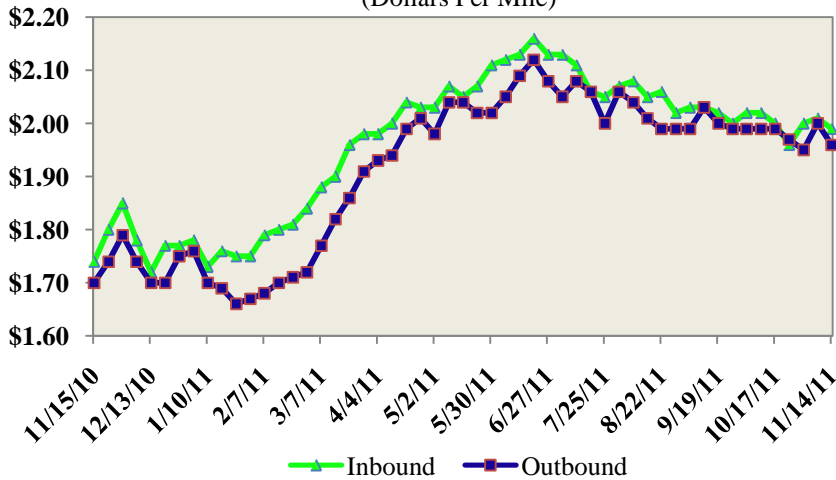
Expect wholesale diesel prices to pull back from current highs before year end as refiners

return from fall maintenance, stocks experience a late season build and European growth slows further. Retail prices will trend higher through late November due to recent price increases at the wholesale level. Upside risk continue on Middle East tension with Iran.

Visit www.fundamentalpetroleumtrends.com for more information on the Retail Diesel Fuel Outlook.

Weekly Inbound Versus Outbound Rates

(Dollars Per Mile)



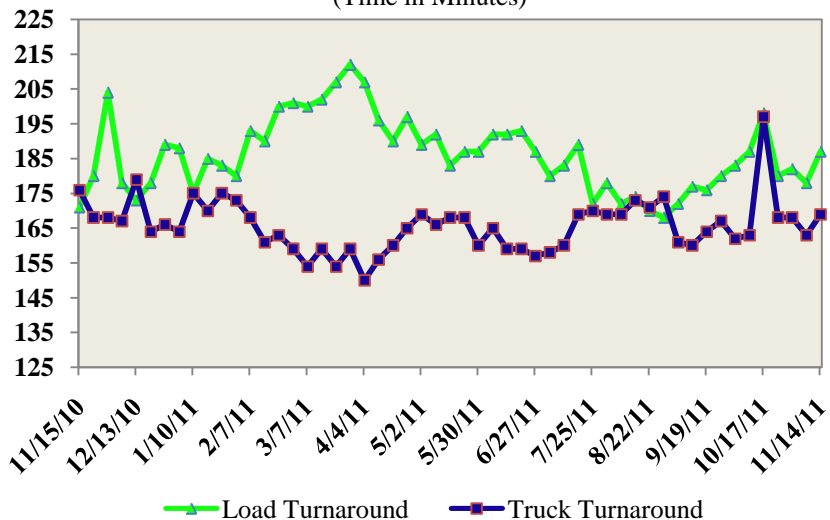
Inbound rates decreased 1% to \$1.99 from \$2.01 per mile the previous week. New Hampshire, Delaware, West Virginia, Maine, Connecticut, Washington DC, Montana, Massachusetts, Maryland, and New Jersey had the highest inbound rates at an average rate of \$2.34 per mile. California, Minnesota, Illinois, Ohio, Iowa, Indiana, Kentucky, Alabama, Michigan, and Arizona had the lowest inbound rates at an average rate of \$1.72 per mile.

Outbound rates decreased 2% to \$1.96 from \$2.00 per mile from the previous week. Washington DC, Kentucky, Iowa, Illinois, Tennessee, Wisconsin, Indiana, Pennsylvania, Ohio, and Delaware had the highest outbound rates at an average rate of \$2.26 per mile. Massachusetts, New Hampshire, Vermont, Florida, New Mexico, Rhode Island, Maine, Colorado, Oregon, and Washington had the lowest outbound rates at an average rate of \$1.64 per mile.

Load Turnaround Versus Truck Turnaround

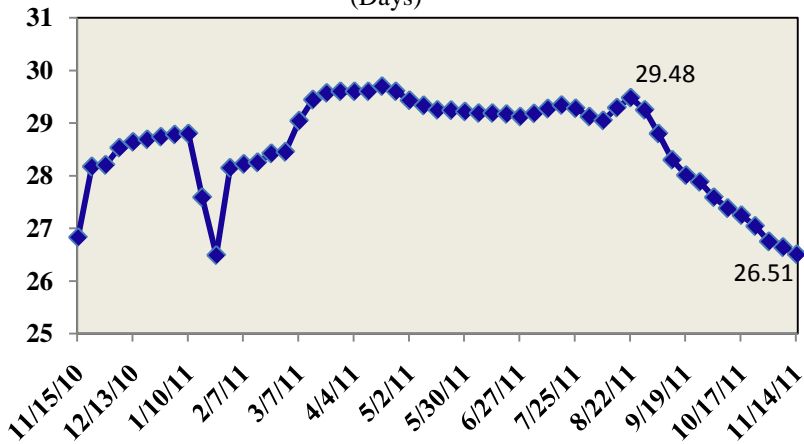
(Time in Minutes)

Load turnaround increased 5% to 187 from 178 minutes the previous week. Washington DC, Delaware, Massachusetts, Connecticut, Rhode Island, Vermont, Maryland, Texas, Florida, and New Jersey had the fastest load turnaround at an average load turn time of 128 minutes. Oregon, Idaho, Wyoming, Nevada, Virginia, South Dakota, Montana, Maine, Washington, and Michigan had the slowest load turnaround times at an average turn time of 240 minutes.



Truck turnaround increased 3% to 169 from 163 minutes the previous week. Idaho, Arkansas, Wisconsin, Alabama, Vermont, Illinois, Minnesota, Nebraska, Indiana, and Mississippi had the fastest truck turnaround at an average truck turn time of 148 minutes. Rhode Island, Delaware, New Hampshire, South Dakota, Massachusetts, Connecticut, Arizona, Florida, Maryland, and Pennsylvania had the slowest truck turnaround times at an average truck turn time of 204 minutes.

Weekly Credit Score (Days)

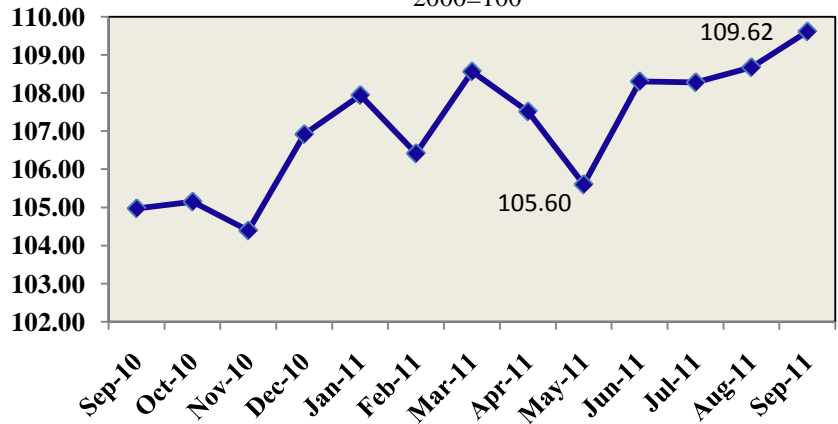


The **weekly credit score index** improved to 26.51 from 26.64 days the previous week.

The **Transportation Services Index-Freight** increased 0.94 percentage points in September to 109.62 from 108.68 in August.

The overall outlook for trucking remains weak. Volumes continue to follow seasonal patterns, but the increase in December should be less pronounced than usual. Tight capacity and cost increases continue to keep rates mostly flat, with a slight downward trend.

Transportation Services Index - Freight (Seasonally Adjusted) 2000=100



Source: Bureau of Transportation Statistics

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